

Message Text

UNCLASSIFIED

PAGE 01 MADRID 03557 041757Z
ACTION COME-00

INFO OCT-01 EUR-12 EB-08 ISO-00 CCO-00 PASO-00 /021 W
-----106055 050728Z /10

R 041724Z APR 78
FM AMEMBASSY MADRID
TO SECSTATE WASHDC 4095

UNCLAS MADRID 03557

EO 11652: N/A
TAGS: BDIS, BEXP, SP
SUBJECT: BUSINESS VISIT

MR. ALFRED HANEL
INLAND MOTOR KOLLMORGEN CORP.
501 FIRST STREET
RADFORD, VA. 24141
TELEX TWX NO. 710 875 3740

YOUR LETTER MARCH 21, 1978 ANSWERED BY OUR LETTER MARCH 31, 1978. WE HAVE NOW COMMUNICATED WITH THE FIRMS LISTED IN OUR LETTER AND MOST OF THEM HAVE SUGGESTED YOU CONTACT THEM BY MAIL AND SEND THEM BROCHURES, PRICE LIST, AND OTHER INFORMATION ON YOUR EQUIPMENT. SOME FIRMS CONTACTED INDICATE YOUR TRIP TO MADRID FOR THIS SOLE PURPOSE MAY NOT BE JUSTIFIED AT THIS TIME. THEY WILL FIRST STUDY YOUR DATA AND, IF INTERESTED, WILL COMMUNICATE WITH YOU DIRECTLY. IN VIEW OF FOREGOING AND IF YOU NOT TRAVELING TO ANY OTHER COUNTRY IN EUROPE YOU MAYSH CONSIDER POSTPONING YOUR TRIP TO MADRID FOR TIME BEING. ALSO YOU MAY WISH TO CONTACT U.S. DEPARTMENT OF COMMERCE IN WASHINGTON, D.C. AND REQUEST AGENT/DISTRIBUTOR SERVICE (ADS) BE PREPARED ON YOUR BEHALF. UPON RECEIPT DEPARTMENT'S INSTRUCTIONS WE WILL DO OUR BEST TO LOCATE A SUITABLE SPANISH DISTRIBUTOR FOR YOU.

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AMERICAN EMBASSY
MADRID, SPAIN.

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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